



Taking responsibility, development, and fast results as benefits for Halti in financial department outsourcing

The name of the highest peak in the Finnish mountains, Halti, is strongly linked with sports clothing and outdoor gear in the nation's collective mind. Retaining its brand appeal since 1976, Halti is one of the most highly regarded sports clothing brands in Finland. The company's other brand, Raiski, has also reached a stable position on the sports clothing markets.

Halti made the decision to outsource in December 2005. Their wish was to start the service from the beginning of the next year so that the new financial period could start with new tools and new processes. The handover project was efficiently carried out in two weeks before the year's end, and the service was in place as planned in the beginning of January.

One of the central arguments for outsourcing was avoiding major investment costs. "The service-based operations model offered us an easy development path. In addition, the existing substitute arrangements and the Clarus model that aims at keeping and developing the know-how were things that made outsourcing an appealing alternative", comments *Mika Rihtilä*, Financial Director at Halti.

Besides human resources, the service offered by Clarus includes the systems and extensive reporting. With the aid of the Talouspalvelut.fi-software, Halti can easily manage the electronic transfer of sales invoices and travel expense accounts. Halti's own sales systems are directly integrated with Clarus' systems.

"Clarus's attitude and approach are the right solution for our company", *Mika Rihtilä* confirms. "We get personal service and our needs are quickly addressed. The service concept offers a clear development path as well as tools for financial management that facilitate planning for the future."

Clarus CEO *Arto Nimander* also sees significant advantages in the Halti collaboration. "Halti is a fast-growing company with rapidly changing business needs. This requires flexibility and scalability from the outsourcing service, in order to quickly react to the changes. The fast pace and seasonal business variations add their own demands to service development. Clarus can present ready solutions to these demands."



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